

Message Text

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DRAFTED BY COM/BIC/OED/OPS/B.L.WHIPPLE

APPROVED BY #EB/OCA/REP/BEBYRON

COM/BIC/OED/OPS/B.L.WHIPPLE

COM/BIC/OED/OPS/S.S.LEON

COM/BIC/OED/OBOD/R.E.COHEN

STATE/EUR/WE/K.SHIRLEY

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FM SECSTATE WASHDC

TO AMEMBASSY LUXEMBOURG PRIORITY

C O N F I D E N T I A L STATE 050643

E.O. 11652: GDS

TAGS: BEXP, LU

SUBJECT: PRODUCT OPPORTUNITY: ARBED STEEL ROLLING MILL

REF: LUXEMBOURG 0126

1. USDOC ADVISED THAT NEITHER MESTA, BLAU-KNOX NOR WEAN UNITED WOULD RECONSIDER BIDDING - MESTA AND BLAU-KNOX WAS NOT WITHIN THEIR SIZE RANGE. WEAN UNITED HAD EXAMINED AND INVESTIGATED THOROUGHLY. THEY ADVISED THAT SCHOLOEMANN-SIEMAG OF GERMANY WOULD BE TOO SEVERE COMPETITION ON THIS TYPE OF MILL AND WEAN COULD NOT BE COMPETITIVE.

2. THEY CONSIDERED MAKING SUGGESTION TO ARBED OF CHARGING SOME 25 TO 40 THOUSAND DOLLARS TO PREPARE COMPLETE BID TO KEEP SCHOLOEMANN HONEST BUT FELT THIS WOULD EMBARRASS BOTH THE U.S. AND WEAN. ASSURANCE WAS GIVEN THAT THEIR LICENSEES WOULD ALSO NOT BE BIDDING.

3. ONLY ONE OTHER FIRM POSSIBLY WILL CONSIDER BIDDING, AND WE WILL NOT KNOW UNTIL 10 MARCH -- THIS IS BIRDSBORO CORP. WE WILL ADVISE ASAP. THEY WILL BE LOOKING AT ONLY SUPPLYING EQUIPMENT NOT CONSTRUCTION OF FACILITIES ECT.

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4. ALSO FROM PRIVILEGED INFORMATION RECEIVED, IT WAS
STATED THE DESIGNS OF SCHOLOEMANN ARE VERY UP TO DATE ON

THE STATE OF THE ARTS AND VERY DIFFICULT TO COMPETE
AGAINST.

5. ALL FIRMS ARE STILL VERY INTERESTED IN OTHER ITEMS
WHICH MAY COME UP FOR BID ON WHICH THEY POSSIBLY WOULD
HAVE A BETTER CHANCE OF COMPETING.

6. IN SUMMARY, IT WAS FELT THAT ARBED MAY BE WORRIED THAT
SCHOLOEMANN WOULD NOT HAVE SUFFICIENT COMPETITION TO KEEP
THEIR PROPOSALS REALISTIC. INGERSOLL

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